

Comments on SRT Program

Note:
Numbers must be
reduced to bring
within budget per
last page

- i.i) The evaluation of the contract should be a matter of a one day review. Although we have allowed 30 days for this portion, we should be prepared to have some pressure exerted to compress this period into perhaps a week. The cost of this portion should be reviewed in the light of the overall program. I believe MDEC may feel that we should have done more homework based on our proposal and discussions with them

Cost.	Consultant fees	2 x 3 x 500	3000
	Consultant per diem	2 x 4 x 100	800
	Consultant travel	2 x 500	1000
	Travel to MDEC	2 x 500	1000
	Per diem MDEC	2 x 3 x 100	600
	Travel to HTTD	2 x 800	1600
	Per diem HTTD	2 x 3 x 100	600
	Salaries		3404
	OH		5363
			<u>\$ 17,367</u>

+ EEG Fee

- i.v) Consultants should supplement inhouse personnel to develop the most effective manner to present the material. The intensity of training should be considered to insure that after "K" hours the trainee should be able to go to sleep without the system. The program must be presented that after the training exercise we

will obtain responses that will support the program. Questionnaires should be developed for use before and after the exercise to provide a subjective evaluation of the system. Medical consultants should develop a program for selected persons to ascertain the effect of the tapes on the person. The data should be kept simple and statements should be prepared that would limit the amount of analytical work. [Perhaps the data could interest the Army is doing more work in this area]. A means should be developed that would produce a "figure of merit" to evaluate the performance of the various participants with and without our system. We should develop a "dog & pony" show to promote our system with Army and other interested groups

Cost	Consultant medical fee	2X 3X 500	3000
"	" per diem	2X 4X 100	800
"	" travel	500 + 800	1300
"	Program fee	2X 10X 400	8000
"	" per diem	2X 13X 100	2600
"	" travel	2X 500	1000
Briefing material & help			2500
Salary	40X 4.3X 2X 9-		3096
OH			4892
Lab salary			27158
Lab OH			3400
			5563
			35455

1.3 Production and control tapes

The 10 tapes will be produced in the laboratory and from the master two test tapes of each will

be produced. One of each will be sent to MDEC to check against performance of their equipment. One will be kept at MIRS for evaluation of tape

Cost:	Consultant fees	2 x 3 x 500	3000
	"	per diem 2 x 4 x 100	800
	"	travel 2 x 500	1000
	Travel to MDEC	2 x 500	1000
	per diem MDEC	2 x 3 x 100	600
	Salaries		3404
	OH		<u>5363</u>
	+ EEG		\$ 15,167

2.0 Test & Evaluation

2.0 Test and evaluation of tapes 60-90

A group of 20 persons who are not familiar with the HEMI-SYNC process will be tested to determine how they feel before and after they have heard tapes. During a portion of this time a medical consultant will take EEG patterns to check performance of tapes vs electronic system

Cost	Consultant fees	2 x 3 x 500	3000
	"	per diem 2 x 4 x 100	800
	"	travel 2 x 500	1000
	Salary	40 x 4.3 x 9	1548
	OH		2446
	Participants	20 x 8 x 10 x 4	4400
	Food & Help		<u>1800</u>
	Travel	40 x .25 x 10	100
			<u>150</u>
			17144

17144
3404
5363
259

v.2 Modification Program

Evaluate results of test program and modify tapes to improve effectiveness. During this portion on 10 new participants will be used to check modifications

Travel MDEC	2x500	1000
per diem "	2x3x100	600
Salaries		4952
OW		7809
Participants 10x8x10x4		3200
Food & help		900
Travel		150
		<u>18,611</u>

v.3 Test and Evaluation of Modified Tapes

The effort here is basically the same as v.1. However new participants will be used

Consultant fee	2x3x500	3000
" per diem	2x4x100	800
" Travel	2x500	1000
Salaries		4952
OW		7809
Participants 20x8x10x4		6400
Food & Help		1800
Travel		150
Travel MDEC	2x500	1000
per diem "	2x3x100	600
		<u>27,511</u>

2.4 Test of Electronic Unit

The effort here is like v.1 with 20 new participants

Consultant fee	2x3x500	3000
" per diem	2x4x100	800
" travel	2x500	1000
Travel MDEC	2x500	1000
per diem "	2x3x100	600
Salaries		4952
OH		7809
Participants		4400
Food & Help		1200
Travel		150
		<hr/> 27511

2.5 Test and Evaluation of Electronic Unit

Travel MDEC	2x500	1000
per diem "	2x3x100	600
Salaries		9904
OH		15618
Participants & groups		12800
Food & Help		3600
Travel		300
		<hr/> 43772
		43872

2.6 HTTB Demonstration

Basically the system is taken to the HTTB location where an installation is made. Two weeks of training is given, the exercise is performed and the data is gathered.

Consultant Fees	$4 \times 5 \times 500$	15,000
per diem	$4 \times 4 \times 100$	3,600
travel	4×800	4,800
Salaries		4,952
OH		<u>7,809</u>
		35,561

3.0 Evaluation of Demonstration

Consultants Fee	$3 \times 3 \times 500$	4,500
" per diem	$3 \times 4 \times 100$	1,200
" travel	3×500	1,500
Travel MDEL	3×500	1,500
per diem "	$3 \times 4 \times 100$	1,200
salaries		4,952
OH		<u>7,809</u>
		22,661

4.0 Fabrication of tape demonstration system

Radiosets	30×30	900
FM transmitter	500	<u>500</u>
		1,400

The cost estimates for the above program should be modified as follows

$$\begin{array}{r} 262710 \\ \underline{(70700)} \text{ Consultants Exp} \\ 192010 \\ 94005 \text{ GMA 50\%} \\ 70700 \text{ Consultants Exp} \\ \underline{14140} \text{ 20\% on Consultants} \\ \$372,855 \\ \underline{55978} \text{ 15\% Fee} \\ \$428,833 \end{array}$$

Have to reduce estimate approximately \$178,783

Initial Cost Summary

Salaries	\$ 49,520	cut 20%	\$ 39,616	cut 5%	\$ 37,635
CH 15%	78090	Reflected cut	42,593	Reflected cut	59,464
Consultant Fee	45500	cut 50%	22,750	cut 50%	11,375
Consultant Exp	25200	"	12,600	cut 50%	4,300
Travel Exp	9100	"	4,550		4,550
Per diem Exp	5400	"	2,700		2,700
Material	13450	"	7,525		7,525
Participants	<u>36250</u>	"	<u>18,125</u>		<u>18,125</u>
	\$ 262,710		170,459		147,674
50% GHA	96005		67555		65000
20% on Consult	14140		7070		3535
15% Fee	<u>55928</u>		<u>36763</u>		<u>32431</u>
	\$ 428,783*		\$ 281,847*		\$ 248,646 * (1)

* does not include EEG lease

(1) Should MDEC be negotiated to 12% the figures would be \$5,945 fee and the total would be 242,154

Note our travel & per diem of \$7250 is above MDEC of \$4292. The gap is even greater if you add the consultants expense of \$4300. Our engineering & test expenses are slightly higher than MDEC $(37,635 + 59,464 + 11,375 + 18,125 + 7525 - 1400) = 132,724$ compared with their \$114,181.

The goal you wanted for participants is close $(18,125 + 7525 - 1400) = 24,250$

The potential ^{funds} income coming to MINS above expenses are

$$59,464 + 65000 + 3535 + 32431 = \$160,430$$